



D. P. FITZGERALD
Area Manager - Operations
North East Sales Area
910-741-2053

July 30, 1997

SENT VIA POUCH MAIL

Bob Snow
Mark Goodman
Tim Gillespie
Stephen MacLeod
Bob Dobrowski
Rory O'Rourke

Subject: McLane Information

Attached you will find a packet of information on McLane and the chains they service provided by Paul Letourneau. I would appreciate you forwarding this on to managers with McLane branch accountability, along with anyone who has responsibility for a chain headquarter serviced by McLane. Anyone receiving this information should be cautioned that the share information included is highly confidential and should not be shared with anyone outside the Company.

Additionally, you may want to utilize some of the promotion procedure information included as best practices information within your own Region. Obviously, this is up to you to use as you see fit.

Don

97106DF/di
Attachment

Sales		Retail	
1221	_____	1222	_____
1222	_____	1223	_____
1223	_____	1226	_____
1224	_____	1229	_____
1225	_____	ROM	_____
1226	_____	PC	SC
1229	_____	MC	PA
1240	_____		
1244	_____	RSM	RBM

51851 8315

McLANE RJR ~~MANAGER~~ LISTING
PARENT COMPANY 5649800 SIS# 374594 ID 1166-00-00

EFT	AB	WHSE	MCL DIV	SIS#	DIV#	DIV NAME	PHONE #	FAX#	MANAGER	VOICE MAIL
			CORPORATE	374594	097	TRADE MKTING	254-947-0350	254-947-0351	PAUL LETOURNEAU	42657
1534	NE	A02/49	*NORTHEAST	375878	1642	SYRACUSE	315-638-7846	315-635-1171	SHARON SCHWALM	73700
3332	MZ	A11/200	MID ATLANTIC	564919	2944	RICHMOND	804-346-0224	804-747-8114	RANDY SULLIVAN	78030
1545	SE	A04/52	SOUTHEAST	376430	2242	ATLANTA	770-729-3244	770-729-3256	FRANK THOMAS	69720
1542	ME	A08/20	SUNEAST	380734	2346	ORLANDO	407-786-0771	407-786-0297	CHRIS HUFF	44826
3470	MK	A14/45	CUMBERLAND	665276	1840	CINCINNATI	513-769-5400	513-769-7117	MATT HAMMOND	69798
1546	SO	a9/15/93	*SOUTHERN	380754	2648	JACKSON	601-932-2372	601-932-8758	DAVID TAYLOR	49073
3371	MI	A13/47	MIDWEST	576053	6240	CHICAGO	630-682-3996	630-682-4134	KRAIG KNUDSEN	71293
1541	SW	A06/18	SOUTHWEST	380058	5841	*AUSTIN-POS TO	512-869-8660	512-869-8662	BILL EVANS	73751
3326	HP	A10/26	HIGH PLAINS	558715	5844	LUBBOCK	806-748-7404	806-748-7406	BOB BERRIER	58537
1544	MW	A05/13	WESTERN	377153	6844	DENVER	303-799-0037	303-799-4240	JIM RILEY	44214
1543	MS	A03/85	SUNWEST	376062	5845	PHOENIX	602-881-2944	602-844-8768	ROGER COBB	46758
3336	SZ	A12/34	SO CALIFORNIA	565292	5442	N. LA.	714-572-2881	714-572-9613	MONEE ANAYA	59125
1540	MP	A01/8	PACIFIC	374931	5140	*FRESNO -POS TO 701242	209-433-9030	209-433-9031	KIM SASSANO	73093
1539	NW	A07/88	NORTHWEST	380506	5649	SEATTLE	206-885-5799	206-881-9318	DICK ALLEN	44421
3577	NC	A16/200	CAROLINA	734386	2946	NORFOLK	757-490-3866	757-456-2988	KEVIN BARNEY	60970
			KAY LONG			RJR CRP	910-741-1792	910-741-5334		WS 1792
			DAVID GRAMLEY			RJR CRP	910-741-1011	910-741-5334		WS 1011
			MARTY WASHBURN			WAL-MART	800-757-9174	501-646-9544	501-646-8999 H	55445
			KATHI CALDWELL DALLAS ROU			PROMO COORD	800-304-9868	972-644-2859	214-368-4424 H	79087
			GEORGIA BASTIAN			WAL-MART COC	800-432-7578	501-464-0217		
			* SPECIAL SHIPPING OF DISPLAY MATERIAL—SHIPPERS							
NORTHEAST			Consolidated	607865						
SOUTHERN			Allied	326275						
	BILL EVANS			KIM SASSANO			KRAIG KNUDSEN		SHARON SCHWALM	
	108 RIVERWOOD DR			1846 E. SOLAR AVE			412 E. MADISON		2190 CONNELL TR.	
	GEORGETOWN, TX 78628			FRESNO CA. 93720			WHEATON IL. 60187		BALDWINVILLE NY 13027	

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MCLANE COMPANY, INC.
PERIOD ONE
STORE COUNT BY DIVISION

7/19/97

CORP CODE	ACCOUNT	HP	ME	MI	MK	MP	MS	MW	MZ	NE	NW	SE	SO	SW	SZ	NC	TTL
DIVISION ACCOUNT ABILITIES																	
TOTAL	7-11 FRANCHISEE			352		468	246	120	518	445	375				734		3258
005	AM/PM FRANCHISE					19	12				13				55		99
008	ARCO - PRESTIGE					84	79				103				222		488
127	BP OIL COMPANY				337					46		41	42			45	511
151	CIGARETTE CHEAPER	7		71		188	39	3			22				138		468
167	CROWN PETROLEUM								78			63				98	239
TOTAL	DAIRYMART-CORP			27		418				98							543
TOTAL	DAIRYMART-FRANCHISE			7		110				82							189
003	DIAMOND SHAMROCK	97					18	131						704			850
064	FLYING J CORPORATION	5	2	8	7	8	5	29	4		15	4	7	3	1	4	102
082	MAPCO PETROLEUM				101						25	10	101	2			239
190	RACETRAC		47		13				20			75	46	73		15	289
185	THE PANTRY				102											273	375
205	LIL CHAMP		496									53					549
DIVISIONS TOTAL		109	545	465	1088	787	399	283	620	671	553	248	196	782	1150	435	8309
CORPORATE ACCOUNT ABILITIES																	
194	AMERADA HESS		88							61		29				38	216
112	AMOCO OIL COMPANY		119			135		53		80	146	27	17				296
001	CIRCLE K	182	376		28	86	571	94			146	122	296	99	204	92	2285
043	COASTAL MART	8	66	80	20			153	26	40		0	2	161		5	559
049	E-Z SERVE	47	68	8	29			18				124	287	54		66	697
021	EMRO MARKETING		102		47							88	30			112	377
041	EXXON CORPORATION		47									20		151			218
186	LAQUINTA	19	20	12	10	8	10	17	4		3	19	8		8	8	146
010	MOBIL OIL COMPANY		121	106			43		76	118				43	63		570
150	PETRO TRAVEL	5	1	2	4	1	2	1			1	3	3	4			27
116	PHILLIPS 66	75		70	14			101				11	6	44		3	324
014	SHELL OIL COMPANY													6			6
TOTAL	SHOWBIZ		15	51	23	17		14	24	41	9	20	22	30	40	10	316
TOTAL	SOUTHLAND		418					386	724					288			1816
060	STAR ENTERPRISES		127		8					58		67	28	123			411
TOTAL	TACO BELL	50	59	155	88	34			40			68	30	106			630
073	THRIFTWAY	96					31	20			15			7			169
170	WALGREEN	19	381	2													402
CORPORATE SUBTOTALS		489	2008	486	271	145	657	855	894	398	144	528	767	1040	421	334	9445
NATIONAL ACCOUNTS SUBTOTAL		608	2551	851	1359	912	1056	1138	1514	1089	697	774	863	1822	1571	769	17754
074	BUD'S OUTLETS	7	5	4	8			4				6	18	9		2	63
072	SAM'S CLUBS	15	28	69	30	7	8	34	28	56	7	37	25	43	17	22	426
500	WAL-MART	108	98	404	170	105	38	140	91	178	58	121	238	144		128	2021
501	WM SUPERCENTER	27	21	45	37			14	19	13		41	87	61		9	374
FAMILY/SUBTOTALS		157	152	522	245	112	46	192	138	247	65	205	368	257	17	161	2864
TOTAL NATIONAL ACCOUNTS		765	2703	1473	1604	1024	1102	1330	1652	1316	762	979	1331	2079	1588	930	20638

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